

*Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant Daniel J. Edelman, Inc. 1420 K Street, N.W., 8th floor Washington, D.C. 20005		2. Registration No.  3634
3. Name of foreign principal  Toshiba Corporation (Toshiba)	4. Principal address of foreign principal  1-1 Shibura 1-Chone Minato-Ku Tokyo 105 Japan	

5. Indicate whether your foreign principal is one of the following type:

☐ Foreign government

☐ Foreign political party

☒ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☒ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) \_\_\_\_\_

☐ Individual—State his nationality \_\_\_\_\_

6. If the foreign principal is a foreign government, state: N/A

a) Branch or agency represented by the registrant.

b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state: N/A

a) Principal address

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

Toshiba is a leading Japanese manufacturer of a wide variety of high technology products.

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b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal ..... Yes ☒ No ☐  
Directed by a foreign government, foreign political party, or other foreign principal ..... Yes ☒ No ☐  
Controlled by a foreign government, foreign political party, or other foreign principal ..... Yes ☒ No ☐  
Financed by a foreign government, foreign political party, or other foreign principal ..... Yes ☒ No ☐  
Subsidized in whole by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☒  
Subsidized in part by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

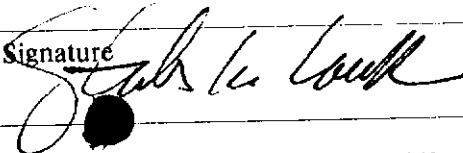
Toshiba is a publicly traded Japanese corporation whose majority shareholders include Japanese individuals and financial institutions, in addition to U.S. and possibly other non-Japanese shareholders. Consequently, Registrant believes that Toshiba is owned, directed, controlled and financed by Japanese persons, who own its stock, finance its business, and direct its operations.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it. N/A

Date of Exhibit A  
January 29, 1988

Name and Title  
Stephen K. Cook  
Executive Vice President

Signature



INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
Daniel J. Edelman, Inc. 1420 K Street, N.W. 8th Floor Washington, D.C. 20005	Toshiba Corporation (Toshiba)

Check Appropriate Boxes:

- ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- ☒ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

Registrant is retained by Hakuhodo Inc. to perform monitoring services on behalf of the foreign principal for a six-week period commencing June 1, 1987. The fee for said services is \$12,000, plus \$500 for expenses.

- Describe fully the nature and method of performance of the above indicated agreement or understanding.

Registrant is retained by Hakuhodo Inc., 1625 K Street, N.W., Suite 901, Washington, D.C. 20006 to perform monitoring services for a six-week period on behalf of the foreign principal in connection with the sale of propeller military equipment to the Soviet Union by Toshiba Machine Co., Ltd. In this regard, Registrant will monitor developments in the Executive and Legislative Branches of the U.S. Government related to the matter.

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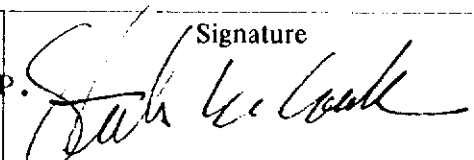
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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

See response to Item No. 4.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1</sup>  
Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B	Name and Title	Signature
January 29, 1988	Stephen K. Cook, Exec. V.P.	

<sup>1</sup>Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.